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Message Text

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PAGE 01 ALEXAN 00024 140849Z

21
ACTION NEA-10

INFO OCT-01 EB-07 ISO-00 /018 W
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R 140700Z JAN 76
FM AMCONSUL ALEXANDRIA
TO USDOC/BIC
INFO AMEMBASSY CAIRO
SECSTATE WASHDC 0010

UNCLAS ALEXANDRIA 0024

E.O. 11652: N/A
TAGS: BFOL, EF
SUBJECT: WTDR/FTI - LOUTFY MANSOUR TRADING COMPANY

REF: USDOC 0123

1. EGYPT 2. CNTRY CODE: N/A 3. SER. NO.: N/A

4. LOUTFY MANSOUR TRADING COMPANY
4A. CODE: 4B. CODE 4C. CODE

5 2 DR. IBRAHIM ABDEL SAYED STREET

6. ALEXANDRIA

7. ESTAB: 1975 8. EMPL: 50 9. SIZE: (20-X)MEDIUM

10. (22-X) EXCELLENT

11. SELLS ITS PRODUCTS IN EGYPT AND EUROPE

12. RPT DATE: 1/76

13A. 37111/2 AGT FOR PASSENGER CARS
13B. 37112/2 AGT FOR TRUCKS
13C. 35595/2 AGT FOR COTTON GINNING MACHINERY
13D. 28197/2 AGT FOR INDUSTRIAL CHEMICALS

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14. CONTACT: MR. LOUTFY MANSOUR TITLE: MANAGING DIRECTOR

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15. CABLE: LANSOUR 16. TELEX: PALOT 4027

17. TEL: 809995 AND 38943; 64858

18. FINANCIAL REPS: NATIONAL BANK OF EGYPT, ALEXANDRIA
OTTOMAN GRINDLY, GENEVE, SWITZERLAND

19. TRADE REFS: N/A

20. FOREIGN FIRMS REPRESENTED: GENERAL MOTORS CORP. (CHEVROLET LINE) FOR PASSENGER CARS AND TRUCKS. CONTINENTAL MOSS/GORDIN INC., PRATTVILLE, ALABAMA, FOR COTTON GINNING MACHINER6. TRUXMORE, RICHMOND, VA., FOR SOLID WASTE EQUIPMENT. ALKATAN TRADING CO., KHARTOUM, SUDAN FOR RAW COTTON.

21. LOUTFY MANSOUR TRADING COMPANY WAS ESTABLISHED AT ALEXANDRIA, EGYPT IN JULY 1975 TO ACT AS AGENTS, IMPORTERS AND EXPORTERS OF VARIOUS COMMODITIES INCLUDING PASSENGER CARS AND TRUCKS, COTTON GINNING MACHINERY, SOLID WASTE EQUIPMENT, INDUSTRIAL CHEMICALS AND RAW COTTON. THE COMPANY IS A FAMILY PARTNERSHIP BETWEEN LOUTFY MANSOUR, 66, AND HIS TWO SONS, ISMAIL, 30, AND MOHAMED, 28. THE NOMINAL DECLARED CAPITAL OF THE FIRM IS LE 18,000 WHILE THE WORKING CAPITAL IS ESTIMATED AT $3 MILLION. MR. LOUTFY MANSOUR, THE PRINCIPAL OWNER AND CHIEF EXECUTIVE OF THE FIRM, IS AN AFFLUENT AND HIGHLY EXPERIENCED BUSINESSMAN. HE WAS EDUCATED AT CAMBRIDGE UNIVERSITY IN ENGLAND WHERE HE OBTAINED AN MA IN AGRICULTURAL ECONOMICS. HE HELD SEVERAL IMPORTANT GOVERNMENTAL POSTS INCLUDING THAT OF ECONOMIC COUNSELLOR TO THE EGYPTIAN CABINET. IN 1953, MR. MANSOUR ESTABLISHED HIS OWN COTTON EXPORTING FIRM WHICH ULTIMATELY BECAME THE LARGEST IN EGYPT. IN 1965 THE LOUTFY MANSOUR COTTON EXPORT COMPANY WAS NATIONALIZED AND HE WAS PLACED UNDER SEQUESTRATION BY THE NASSER REGIME. MR. MANSOUR TRANSFERRED HIS BUSINESS ACTIVITIES TO THE SUDAN WHERE HE PLAYED AN ACTIVE ROLE IN ORGANIZING AND PROMOTING THE SALES OF SUDANESE COTTON. IN 1972, MR. MANSOUR WAS DESEQUESTRATED BY PRESIDENT SADAT AND HIS PROPERTY WAS FULLY RESTORED. HE IS PRESENTLY A MEMBER OF THE EGYPTIAN/AMERICAN STEERING GROUP FOR THE PROMOTION OF TRADE RELATIONS BETWEEN THE TWO COUNTRIES. HIS TWO SONS, ISMAIL AND
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MOHAMED WERE BOTH EDUCATED IN THE UNITED STATES.
LOCAL BANKING BUSINESS SOURCES STATE THAT LOUTFY MANSOUR IS AN ACTIVE AND COMPETENT BUSINESSMAN, WELL KNOWN IN EGYPT AND ABROAD. THE COMPANY WHICH HE OWNS AND MANAGES HAS REALIZED A NET PROFIT OF $2 MILLION IN SIX MONTHS. IT IS RELIABLE AND ENJOYS AN EXCELLENT REPUTATION. THIS FIRM IS RECOMMENDED AS A TRADE CONTACT FOR U.S. FIRMS.

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22. PREPARED BY: V. MASSAD APPROVED BY: R. CHASE
AT: AMCONGEN, ALEXANDRIA
CHASE

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